

## Message Text

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ORIGIN EA-10

INFO OCT-01 ISO-00 PM-03 MC-02 ACDA-05 CIAE-00 INR-07

NSAE-00 EB-07 COME-00 TRSE-00 OMB-01 L-02 SS-15 NSC-05

/058 R

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R 312301Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY CANBERRA

INFO OSD/ISA/DSAA

CNO/OP-63

CINCPAC HONOLULU HI

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E.O. 11652: N/A

TAGS: MASS, AS

SUBJECT: SALE OF P-3C ORION TO AUSTRALIA

REF: USDAO CANBERRA 230355Z JUL 74

CINCPAC FOR POLAD

1. TWO OFFICERS OF LOCKHEED WASHINGTON OFFICE CALLED ON DEPARTMENT OFFICER TO DISCUSS STATUS OF AUSTRALIAN PROCUREMENT OF PATROL AIRCRAFT. GEORGE CAREY, MANAGER FOR INTERNATIONAL RELATIONS, AND TED SNELLING, WASHINGTON AREA MANAGER FOR LOCKHEED-CALIFORNIA PROGRAMS, SAID THAT THEIR P-3C ORION IS IN COMPETITION WITH ONLY ONE OTHER AIRCRAFT, THE BRITISH NIMROD. AUSTRALIA NEEDS EIGHT AIRCRAFT, WHICH THEY ESTIMATED WOULD AMOUNT TO A TOTAL ORDER OF \$130

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MILLION. CAREY AND SNELLING SAID THAT THEY EXPECT A

DECISION BY MAY, AND THAT THEY ARE CONFIDENT THAT THE P-3C IS A TECHNICALLY SUPERIOR PRODUCT.

2. HAVING VERY MUCH IN MIND THE RECENT GOA DECISION TO BUY GERMAN LEOPARDS RATHER THAN THE M-60, CAREY AND SNELLING WERE CONCERNED THAT THE GOA MAY TAKE A DECISION ON OTHER THAN TECHNICAL GROUNDS. SNELLING PRESENTED A TELEGRAM

RECENTLY RECEIVED FROM AUSTRALIA, QUOTED IN PART AS FOLLOWS: "THE GENERAL INTELLIGENCE IS THAT RAAF, DEFENCE AND DMI HAVE RECOMMENDED THE SELECTION OF LOCKHEED'S P-3. THE ONLY CONCERN THAT WE HAVE NOW IS UK TOP GOVERNMENT PRESSURE." SNELLING SAID THAT IT MUST BE OBVIOUS TO THE BRITISH NOW THAT THEY ARE RUNNING BEHIND IN THE COMPETITION, AND THAT THEY ARE "PULLING OUT ALL THE STOPS" TO SWING THE DECISION IN THEIR DIRECTION. HE AND CAREY WONDERED IN THE USG COULD ACT TO COUNTER WHATEVER PRESSURE THE UK WAS APPLYING. THEY WERE NOT CERTAIN IF LOCKHEED PERSONNEL HAD PRESENTED THIS PARTICULAR COMPLICATION TO EMBASSY PERSONNEL IN CANBERRA, BUT THOUGHT THAT SINCE IT IS A POLITICAL MATTER, IT WOULD BE BEST TO BRING TO ATTENTION OF DEPARTMENT.

3. REQUEST THAT EMBASSY ATTEMPT TO DETERMINE STATUS OF THIS PROCUREMENT PROGRAM, AND WHETHER UK IS IN FACT EXERTING HIGH-LEVEL POLITICAL PRESSURE TO GET THE NIMROD ACCEPTED. WOULD APPRECIATE YOUR ASSESSMENT AND IDEAS ON BEST WAY TO ENCOURAGE GOA TO MAKE DECISION BASED ON RELATIVE MERIT AND SUITABILITY OF NIMROD AND P-3. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AIRCRAFT, SALES, MILITARY PROCUREMENT, ORION PATROL AIRCRAFT  
**Control Number:** n/a  
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**Draft Date:** 31 MAR 1975  
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**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** MartinML  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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**Disposition History:** n/a  
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**TAGS:** MASS, AS, LOCKHEED  
**To:** CANBERRA  
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